

**ANDERSON EXHIBIT 26S**

Perhaps this could be accomplished through the establishment of multi-tier reimbursement programs to parallel the multi-tier pricing levels. Hospitals, nursing homes, HMOs and others would each have an AWP reflecting in part their actual acquisition costs. Or, in the alternative, these purchasers could be required to provide rebates to Medicare based on standards similar to "best price" and "average marketplace price" or AMP, of the MADPA law....

In your quest for source for funding we may have a notion that is a little different. We heard about the 12 EC countries that have special pricing, and in Mexico and Canada. The fact is that most of the Medicare and Medicaid entities are purchasing prescription drugs under very favored pricing. I think the heart of the problem is neither Medicare nor Medicaid are experiencing the fiscal benefits of pricing available to hospitals, HMOs, clinics, and the like.

We recommend that you take a long hard look at that. As you know, there is rampant price discrimination in our market. As was mentioned a minute ago, there are parallels between Canada and United States markets in terms of drug distribution. I can tell you one parallel there is not. We are denied by industry in our buying groups prices based even on economies of scale. We could put every independent drugstore in the United States together and not get a better price than a 12-bed, not-for-profit hospital. It is one of those subjects we have struggled with.

We suggest that you look at a multi-tier reimbursement formula. Hospitals and other outfits are not paying what a retail pharmacy is paying. You look at the acquisition costs, overhead and services and pay them accordingly. They are buying at one-fourth to one-fifth of our costs. I think you will see the scope of available savings. Contrast this with how much Medicare is presently paying for the prescription drug coverage. I can remember when Energy and Commerce considered what became the Prescription Drug Marketing Act, many days of hearings and a long investigation, it appeared in 1986 and 1987, in that period, that the hospitals and others are billing three to five times retail. Medicare is absorbing extraordinary expenses for prescription drugs far more than Medicaid outpatient pays retailers in our marketplace which is the highest retail price.

I have some specific prices I wanted to make reference to briefly. There has been a rather disgusting debate in recent months about David Pryor's efforts that

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led to OBRA provisions along with Ron Wyden, Jim Cooper, and others in the House. There has been unhealthy speculation about what has happened to the pricing on prescription drugs for HMOs and hospitals and the like.

If they have had a 5 to 8 percent increase we have had a similar one. What we encourage you to look at is what is the spread. We got a recent price sheet from a nonprofit in Michigan. The spread is larger now than it was 5 years ago. So don't get distracted on whether they had a 5 or 6 percent increase. Look at the fact that they are paying 85 percent less for coumadin this year than we are. You would have to have a 700 percent increase on their part to match the circumstance that we are in.

The concept of "lower of" or "best price" is market based, and naturally related rebates vary widely because they reflect actual pricing practices. A flat rate rebate is arbitrary, not market based, and actually more akin to a tax than a mirror of market practices. In the context of the outpatient Medicaid program with its retailer "lower of" provisions, a flat rate approach for suppliers is inherently unfair.

Interestingly, those who object to the fundamental fairness of the "best price" approach are by in large purchasers that acquire prescription drugs at discriminatory prices and their suppliers. Much is said about "discounts," "bulk purchases," "large purchasers" and other normal market concepts and practices. The stark reality is that our market is unlike most. Its hallmarks are discriminatory pricing and cost shifting. These practices predate the 1990 amendments by decades. After a dozen days of hearings on such practices, the House Small Business Committee in 1967 noted in its report that,

...Consumer interests are compromised by permitting

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drug price discrimination in the area, because the retailers and consumers ultimately must pay higher drug prices as a form of economic subsidy to the drug supplier for the lower prices which that drug supplier charges the institutions....

Similarly your subcommittee and the Oversight Subcommittee have repeatedly documented the characteristics of this market place. In September 1985, the Oversight Subcommittee, for example, revealed the following pricing practices as typical of our market:

#### PHARMACEUTICAL DIVERSION

##### EXHIBIT 1

##### PRODUCT ANALYSIS BY TIER PRICING

<u>Product</u>	<u>AMT (\$)</u>	<u>COVERAGE (\$)</u>
Tylenol tabs., 325 mg., 1000	32.54	2.84
Proventil inhaler, each	9.18	2.95
Canipen-N, inj., 1g., 10s	148.69	35.70
Velosof, 250 mg. caps., 100s	38.71	14.80/10
Lotrimin 1% cream, 15 g. each	5.27	.99
Garamycin, 80 mg./2 ml. inj.	84.50	10.20
Alupent tabs., 10 mg., 100s	12.22	2.99
Depo-medrol, 40 mg. inj.	4.95	2.30
Transderm Nitro, 2.5 mg.	28.70	.30
Nilstat Susp., bowel	13.84	1.78
K-Lor, 15 mg., 100	28.58	3.50
K-Tab, 10 mg., 100	10.44	.62
Kaon-ce tabs, 100	9.49	3.00

Price distinctions are lawful if provided as functional discounts or to legitimate nonprofit entities for their own use. It is critical to understand, as Justice Thurgood Marshall observed in the 1976 Abbott, et. al. vs: Portland Retail Druggist Association that in permitting price discrimination for non-profits

....Congress was primarily interested in directly aiding nonprofit institutions by lowering their operating expenses, but not interested in indirectly aiding such institutions by providing them with the means of raising additional money.

Consequently, it is noteworthy that during the 1985 investigation it was determined that hospitals were actually billing private citizens and third party payers, including Medicare and Medicaid, 3 to 5 times the retail charge for prescription drugs to the general public.

We urge the Subcommittee to thoroughly document the current actual acquisition costs and mark-up practices of the recipients of discriminatory prices and to revisit the net impact on the typical citizen, both as a consumer and a taxpayer. It appears that as retail consumers they pay the highest price. As hospital consumers they pay even higher prices. And as taxpayers they are only further victimized by discriminatory pricing and related cost shifting.

In the interim, consumers are being provided interesting advice, for example an article entitled "Twenty-four Ways to Cut Hospital Healthcare Bills," in the January, 1991, Bottom Line, included two relevant recommendations:

1. Bring your own medicines. Savings over hospital cost of insulin, for example, is 90%.



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2. Do not take any drugs home from the hospital unless they are free of charge. Fill prescriptions at your own drug store.

It was essential, in our view, to the successful implementation of the 1990 amendments that the GAO be required to monitor and report on relevant pricing practices. Unfortunately, the GAO reports have been delayed. Listening to some involved in the current debate, one could conclude that acquiring such information is a challenge comparable to the discovery of a new drug. In reality, however, virtually any wholesaler and many others in the market including the preferred purchasers and their suppliers who testified today, have the information readily available.

Even our organization or members occasionally unearth evidence of these pricing practices. Several recent acquisitions are attached to this statement. The first is a two page invoice from a Michigan hospital dated May 13, 1991. The retail prices are compared to the hospital, or unit prices. The most extreme example is a retail price of \$42.12 and a hospital price of \$0.36 (36 cents), or a 99.1% differential. (See attachment #1.)

The second is an analysis of approximately 500 branded products and their prices provided to purchasers, including hospitals, in the southeast states through Prucare under a September 1991 contract. The average differential from the retail price was 60% (See attachment #2.) And the third includes two invoices both dated July 24, 1992, one revealing prices available to our members and the other prices available to a mail order pharmacy. It is

noteworthy that the volume is identical. Price differentials include a retail price of \$254.80 and a mail order price of \$18.59; a retail price of \$243.24 and a mail order price of \$20.09; and a retail price of \$22.86 and a mail order price of \$2.63. (See attachment #3.)

With such incredibly low acquisition costs, preferred purchasers such as hospitals could absorb acquisition cost increases well in excess of 100 or 200 percent and their pharmacies would still retain their well earned reputations as profit centers.

From our vantage point, discriminatory pricing practices and related cost shifting and price gouging of the Medicare and Medicaid programs by preferred purchasers continue unabated since the enactment of the 1990 amendments. Hundreds of millions of dollars in rebates in the two transitional years serve to document these discriminatory practices.

Little wonder your 1990 "best price" approach is becoming a model. The states of Rhode Island and New Jersey have recently rejected the flat tax approach for the market-based "best price" approach for their prescription drug program for the elderly. Our organization and others have suggested the "best price" approach for other Federal taxpayer supported programs, including those for Federal employees and military personnel.

From our vantage point the best is yet to come. After January 1, 1993, the Medicaid program will experience rebates based on unrestrained "best price" practices. Typical experiences are reflected by Florida Governor Lawton Chiles who recently reported

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to Sen. Pryor that fiscal 1992 rebates of \$46 million were well over the estimated \$32 million. The Governor stressed that these rebates had helped prevent reductions in service to Medicaid clients.

To reiterate, the best is yet to come for the states and for the Medicaid recipients in the outpatient program.

H.R. 5614

Against this background and our assessment of continuing marketplace practices, we cannot support H.R. 5614 which adopts the arbitrary flat tax approach.

H.R. 3405

We do not specifically endorse each of the provisions of H.R. 3405, but do not oppose providing equal access to the best prices in our market for Public Health Service Act programs.

H.R. 2890

When opponents of the 1990 "best price" amendments were arguing that the Department of Veterans' Affairs enjoyed special prices due to the patriotism of the industry and that enactment of Medicaid "best price" rebates would jeopardize prices, we supported an exemption of all Veterans' Affairs purchases from the determination of "best price" for Medicaid. To the extent that failure to provide an exemption threatens the "best price" approach for Medicaid, we reiterate our 1990 support for the exemption. I



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should note that our members, your constituents, remain unpersuaded that those who have served our country in the armed services should be denied the freedom to select the pharmacy of their choice. Unfortunately, unlike the Medicaid program which protects consumers' choice, the Veterans' Affairs Department has rejected consumer choice in favor of mail order pharmacy.

Rather than modifying or substituting an inherently unfair flat tax for "best price," we urge the Subcommittee to continue its comprehensive assessment with specific emphasis on the mark-ups or overhead charges of the preferred purchasers in both the Medicare and Medicaid programs. If these preferred purchasers were required to share the bounty of their special prices with Medicaid and Medicare while being permitted a reasonable mark-up, billions in savings annually would be available.

#### CONCLUSION

Ultimately, we support legislation to insure equal access for fair prices for retail pharmacy and consequently for the majority of American consumers who are presently victimized by multitier pricing; but today and for the remainder of the 102nd Congress, Second Session, the full implementation of equal access to best prices in the market for the Medicaid out-patient drug program is a high priority.

On behalf of the Officers, Executive Committee, and members of the National Association of Retail Druggists, we thank you for the opportunity to provide our views on H.R. 2890, H.R. 3405, and H.R. 5614.

Invoice from a Michigan Hospital

BALCH 002  
 199105121300  
 P.O. NUMBER  
 5/13/93

OLW M LANCMAZ  
 520527 885081 006 019  
 LANCMAZ JCM  
 000224333

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**HAZARDOUS MATERIALS,  
GOOD CLASSIFICATIONS,  
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WICKESSON DAUG CO.

**CONTINUE**

1. The above information is being furnished to you for your information only. It is not to be used for any other purpose.

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DEPT	ITEM NUMBER	QTY	QTY UN	ITEM DESCRIPTION	STOCK RETAIL	UNIT PRICE	QTY	D CODE	EXTENS
AD	223149	1	EA	MEMBRAN TAP 0.475X 1/2	54.61	20.81	40.2	1KR	829.81
AD	223152	1	EA	SURF-10 OVAL 10X 15X	57.74	2.89	6.5	1KR	17.95
AD	223153	1	EA	TRIMED TUB 10X 10X UDL	14.42	2.79	4.1	1KR	2.74
AD	223154	1	EA	TRIMED TUB 10X 10X UDL	5.65	3.07	4.1	1KR	13.56
AD	223155	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223156	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223157	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223158	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223159	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223160	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223161	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223162	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223163	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223164	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223165	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223166	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223167	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223168	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223169	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223170	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223171	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223172	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223173	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223174	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223175	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223176	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223177	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223178	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223179	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223180	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223181	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223182	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223183	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223184	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223185	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50
AD	223186	1	EA	TRIMED TUB 10X 10X UDL	15.81	5.92	2.6	1KR	14.50

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ATTACHMENT II

Southeast/Prucare Analysis

## ***NARD Legislative Defense Fund***

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National Association of Retail Druggists ★ 205 Dangerfield Road, Alexandria, Virginia 22314

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The attached analysis compares the contract prices available under this contract to the Average Wholesale Prices and Direct Prices that were current as of the month of the contract (Source: MediSpan's Prescription Pricing Guide, September 1991). Approximately 500 branded items were located that were discounted beyond the amount (AWP -15%) that might be available to retail pharmacists. The average discount off of AWP for these items was 59 percent. In addition, the AWP for a market basket containing one of each of these items was \$36,701.63 and the contract price for the same market basket was \$16,944.27. This represents a difference of 54 percent. Any way you slice it, our members are getting a raw deal.

Established in 1985

The NARD Legislative Defense Fund can accept both personal and corporate funds.



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## Southeast/Procure Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Acijel Jelly	85 gm	\$20.50		\$12.40	39.51%	
Aclovate cream/ointment	15 gm	\$9.72		\$5.25	45.99%	
Aclovate cream/ointment	45 gm	\$20.28		\$10.94	46.00%	
Aerobid Inhaler	7 gm	\$35.18		\$2.50	92.89%	
Albalon Liquifilm	15 ml	\$11.31	\$9.05	\$0.95	91.60%	89.50%
Albalon-A Liquifilm	15 ml	\$11.31	\$9.05	\$1.25	88.95%	88.18%
Alupent Inh. Solution	10 ml	\$11.21		\$3.95	64.76%	
Alupent Syrup	16 oz	\$25.59		\$5.72	77.65%	
Alupent 10 mg tabs	100	\$26.24		\$6.65	74.66%	
Alupent 20 mg tabs	100	\$37.23		\$5.39	85.52%	
Alupent Inhaler	10 ml	\$15.56		\$3.35	78.47%	
Alupent Inhaler Refill	10 ml	\$13.94		\$3.05	78.12%	
Anaaid 50 mg tabs	100	\$67.75	\$54.20	\$49.50	26.94%	8.67%
Anaaid 100 mg tabs	100	\$105.78	\$84.61	\$77.27	26.94%	8.66%
Anaaid 100 mg tabs	500	\$512.94	\$410.35	\$374.75	26.94%	8.66%
Atrovent Inhaler	200 sprays	\$21.44		\$17.31	19.26%	
Aygestin 5 mg tabs	50	\$42.54	\$34.03	\$14.28	66.43%	58.04%
Azmacort Inhaler	20 gm	\$31.38		\$12.00	61.73%	
Azulfidine 500 mg	500	\$78.75	\$66.50	\$24.99	68.27%	62.42%
Azulfidine Entabs 500 mg	500	\$101.25	\$85.50	\$77.09	23.86%	9.84%
Bactrim tabs	100	\$61.95		\$4.02	93.51%	
Bactrim DS tabs	500	\$410.01		\$28.50	93.05%	
Bactrim Ped. Suspension	18 oz	\$36.11		\$3.70	89.75%	
Beclovent Inhaler	17 gm	\$25.37		\$5.95	76.55%	
Beclovent Inhaler Refill	17 gm	\$22.40		\$5.85	73.88%	
Beconase Inhaler	16.8 gm	\$25.37		\$5.95	76.55%	
Beconase AQ Inhaler	25 gm	\$27.38		\$14.08	48.58%	
Benzamycin Topical Gel	23.3 gm	\$18.48	\$14.78	\$8.68	53.14%	41.41%
Bleph-10 SOP	3.5 gm	\$10.88	\$8.70	\$1.00	90.81%	88.51%
Bleph-10 Ophth. Soln.	5 ml	\$10.94	\$8.75	\$1.25	88.57%	85.71%
Bleph-10 Ophth. Soln.	15 ml	\$14.44	\$11.55	\$0.95	93.42%	91.77%
Blephamide Ophth. Oint.	3.5 gm	\$11.68	\$9.34	\$1.55	86.73%	83.40%
Blephamide Ophth. Soln.	5 ml	\$12.40	\$9.92	\$1.50	67.90%	64.88%
Blephamide Ophth. Soln.	10 ml	\$18.36	\$13.09	\$2.45	85.02%	81.28%
Brethaire Inhaler	7.5 ml	\$17.00		\$5.66	68.71%	
Brethine 2.5 mg tabs	100	\$20.79		\$6.93	66.67%	
Brethine 5 mg tabs	100	\$29.94		\$9.98	66.67%	
Cafergot Sig-Pak	90	\$78.20		\$56.65	25.66%	
Cafergot tabs	250	\$207.00		\$154.00	25.60%	
Calan 40 mg tabs	100	\$27.50		\$3.90	85.82%	
Calan 80 mg tabs	100	\$39.54		\$3.50	91.15%	
Calan 80 mg tabs	500	\$189.71		\$16.80	91.14%	
Calan 120 mg tabs	100	\$53.48		\$5.25	90.18%	
Calan 120 mg tabs	500	\$256.69		\$25.20	90.18%	
Calan SR 160 mg tabs	100	\$93.53		\$54.00	42.26%	
Calan SR 240 mg tabs	100	\$108.03		\$54.00	50.01%	
Capoten 12.5 mg tabs	100	\$51.56	\$43.42	\$35.43	31.28%	18.40%
Capoten 12.5 mg tabs	1000	\$510.21	\$439.66	\$350.62	31.28%	20.25%
Capoten 25 mg tabs	100	\$56.75	\$47.79	\$39.00	31.28%	18.39%
Capoten 25 mg tabs	1000	\$561.66	\$472.98	\$385.67	31.28%	18.40%
Capoten 50 mg tabs	100	\$94.62	\$79.68	\$65.02	31.28%	18.40%
Capoten 50 mg tabs	1000	\$936.18	\$788.30	\$643.33	31.28%	18.40%
Capoten 100 mg tabs	100	\$139.90	\$117.81	\$96.14	31.28%	18.39%
Cardene 20 mg caps	500	\$172.22		\$126.30	26.66%	
Cardene 30 mg caps	500	\$273.80		\$200.79	26.67%	
Catapres-TTS 1	3 x 4	\$69.75		\$54.81	21.42%	
Catapres-TTS 2	3 x 4	\$117.43		\$92.27	21.43%	
Catapres-TTS 3	1 x 4	\$54.25		\$42.63	21.42%	



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## Southeast/Procure Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Cefin 125 mg tabs	20	\$29.23		\$17.68	39.51%	
Cefin 125 mg tabs	60	\$83.51		\$50.50	39.53%	
Cefin 250 mg tabs	20	\$55.32		\$33.58	39.30%	
Cefin 250 mg tabs	60	\$157.93		\$95.87	39.30%	
Cefin 500 mg tabs	20	\$104.98		\$63.73	39.29%	
Cefin 500 mg tabs	60	\$310.37		\$185.45	40.25%	
Cipro 250 mg tabs	100	\$233.87	\$198.86	\$184.21	21.23%	7.37%
Cipro 500 mg tabs	100	\$270.84	\$230.12	\$213.17	21.23%	7.37%
Cipro 750 mg tabs	50	\$234.68	\$199.66	\$189.87	19.09%	4.86%
Cleocin-T Topical Soln.	30 ml	\$9.68	\$7.74	\$6.41	33.78%	17.18%
Cleocin-T Topical Gel	30 gm	\$15.68	\$12.54	\$10.38	33.80%	17.22%
Colestid Granules	500 gm	\$62.29	\$49.83	\$30.00	51.84%	39.80%
Colyte	each	\$13.87		\$8.01	56.67%	
Chloroptic Ophth. Oint.	3.5 gm	\$11.35	\$9.08	\$9.95	91.63%	89.54%
Chloroptic Ophth. Soln.	7.5 ml	\$11.25	\$9.00	\$1.25	88.89%	86.11%
Cortisporin Otic Soln.	10 ml	\$16.01		\$1.55	90.32%	
Cortisporin Otic Susp.	10 ml	\$16.01		\$1.55	90.32%	
Cytotec 100 mcg tabs	60	\$20.98		\$15.00	28.50%	
Cytotec 100 mcg tabs	120	\$41.94		\$30.00	28.47%	
Cytotec 200 mcg tabs	60	\$35.79		\$27.14	24.17%	
Cytotec 200 mcg tabs	120	\$59.66		\$45.24	24.17%	
Deconamine SR caps	500	\$237.60		\$32.50	86.32%	
Deltasone 5 mg tabs	100	\$2.94	\$2.35	\$1.60	45.58%	31.91%
Deltasone 5 mg tabs	500	\$7.38	\$5.90	\$3.25	55.96%	44.92%
Deltasone 20 mg tabs	100	\$6.44	\$5.16	\$3.60	44.10%	30.10%
Deltasone 50 mg tabs	100	\$14.69	\$11.75	\$8.15	58.13%	47.68%
Demulen 1/35-28	6 x 28	\$121.64		\$15.00	87.67%	
Demulen 1/50-28	6 x 28	\$135.52		\$21.00	84.50%	
Depakene 250 mg caps	100	\$77.35	\$65.14	\$9.35	87.91%	85.65%
Depakene syrup	16 oz	\$79.05	\$68.57	\$9.95	87.41%	85.05%
Depakote 250 mg tabs	100	\$47.31	\$39.84	\$36.48	22.89%	8.43%
Depakote 500 mg tabs	100	\$87.27	\$73.49	\$67.30	22.88%	8.42%
Depo-Medrol 40 mg/ml	5 ml	\$17.89	\$14.31	\$5.78	67.69%	59.81%
Depo-Medrol 80 mg/ml	5 ml	\$32.55	\$26.04	\$11.25	65.44%	56.80%
Desowen cream 0.05%	15 gm	\$10.00	\$8.00	\$4.95	50.50%	38.13%
Desowen cream 0.05%	60 gm	\$25.63	\$20.50	\$12.95	49.47%	38.63%
Desquam-X Wash	5 oz	\$10.38	\$8.63	\$3.84	62.93%	55.50%
Desquam-X 10 Wash	5 oz	\$11.08	\$9.23	\$3.84	65.34%	58.40%
Diabinese 250 mg tabs	250	\$147.95	\$124.59	\$83.15	57.32%	49.31%
Diprolene cream/oint.	15 gm	\$17.78		\$9.46	46.79%	
Diprolene cream/oint.	45 gm	\$35.78		\$18.95	47.04%	
Diprolene lotion	30 ml	\$20.40		\$7.50	63.24%	
Diprolene lotion	60 ml	\$40.20		\$13.95	65.30%	
Disalcid 500 mg tabs	100	\$30.60		\$4.25	86.11%	
Disalcid 500 mg tabs	500	\$145.20		\$20.19	86.10%	
Disalcid 750 mg tabs	100	\$39.12		\$5.25	86.58%	
Duofilm	0.5 oz	\$8.39	\$6.71	\$5.00	40.41%	25.46%
Duphalac syrup	240 ml	\$11.40		\$5.50	51.75%	
Duphalac syrup	480 ml	\$21.25		\$10.00	52.94%	
Duphalac syrup	960 ml	\$41.17		\$19.50	52.64%	
Dynapen 250 mg caps	100	\$93.95	\$82.42	\$7.50	92.02%	90.90%
Dynapen 500 mg caps	50	\$87.77	\$76.99	\$8.76	92.30%	91.22%
Dynapen suspension	100 ml	\$8.77	\$7.70	\$2.00	77.19%	74.03%
E.E.S. 400 tabs	500	\$104.12	\$87.68	\$48.25	55.58%	47.25%
E.E.S. 200 liquid	16 oz	\$19.59	\$16.50	\$8.00	59.16%	51.52%
E.E.S. 400 liquid	16 oz	\$36.49	\$30.73	\$15.45	57.66%	49.72%
E-Pilo 4 Ophth. Soln.	10 ml	\$12.66	\$10.55	\$1.82	85.62%	82.75%
E-Pilo 6 Ophth. Soln.	10 ml	\$13.08	\$10.90	\$2.03	84.48%	81.38%

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## Southeast/Prucare Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Elimite 5% cream	60 gm	\$13.44	\$10.75	\$2.50	81.40%	78.74%
Elixophyllin elixir	pint	\$42.13		\$1.60	95.73%	
Elocon cream/ointment	15 gm	\$11.40		\$4.25	62.72%	
Elocon cream/ointment	45 gm	\$20.88		\$9.85	52.83%	
Elocon lotion	30 ml	\$12.36		\$3.32	73.14%	
Epifrin 1/4% ophth.	15 ml	\$18.93	\$15.14	\$7.25	61.70%	52.11%
Epifrin 1/2% ophth.	15 ml	\$21.48	\$17.16	\$7.50	65.08%	56.34%
Epifrin 1% ophth.	15 ml	\$23.03	\$18.42	\$7.75	66.35%	57.93%
Epifrin 2% ophth.	15 ml	\$26.31	\$21.05	\$8.00	69.59%	62.00%
Ery-Tab 250 mg tabs	100	\$23.75	\$20.00	\$3.51	85.22%	62.45%
Ery-Tab 250 mg tabs	500	\$112.81	\$95.00	\$17.43	84.55%	81.65%
Ery-Tab 333 mg tabs	100	\$34.97	\$29.45	\$4.78	86.33%	83.77%
Ery-Tab 333 mg tabs	500	\$166.12	\$138.89	\$23.78	85.69%	83.00%
Ery-Tab 500 mg tabs	100	\$40.10	\$33.77	\$12.78	68.13%	62.16%
Erygel 2% Topical Gel	30 gm	\$15.75	\$12.60	\$1.44	90.86%	86.57%
Erymax Topical Soln.	2 oz	\$15.88	\$12.70	\$1.75	88.98%	86.22%
Eryped 400	100 ml	\$11.85	\$9.98	\$5.10	58.06%	48.90%
Eryped 400	200 ml	\$21.62	\$18.21	\$11.00	49.12%	39.59%
Erythrocin 250 mg	500	\$65.31	\$55.00	\$24.75	62.10%	55.00%
Erythrocin 500 mg	100	\$24.66	\$20.93	\$11.89	52.17%	43.19%
Esgic tabs	100	\$48.28		\$4.50	90.68%	
Eskalith CR 450 mg	100	\$28.75		\$17.18	40.24%	
Estraderm 0.05 mg patch	6 x 8	\$84.41		\$59.78	29.20%	
Estraderm 0.1 mg patch	6 x 8	\$94.20		\$66.70	29.19%	
Estraderm 0.1 mg patch	24	\$45.70		\$32.36	29.19%	
Estratab 0.625 mg	100	\$25.54		\$8.98	64.92%	
Estratab 1.25 mg	100	\$34.99		\$12.30	64.85%	
Estratab 2.5 mg	100	\$60.53		\$21.28	64.84%	
Eulexin 125 mg caps	100	\$124.02		\$97.45	21.42%	
Eulexin 125 mg caps	500	\$620.10		\$487.45	21.39%	
Exsel lotion	4 oz	\$11.25	\$9.00	\$1.25	88.89%	86.11%
Fedahist gyrocaps	100	\$37.54	\$30.03	\$6.95	81.49%	76.86%
FML Liquifilm	5 ml	\$11.08	\$9.58	\$1.50	87.48%	84.34%
FML Liquifilm	10 ml	\$17.58	\$14.06	\$2.95	83.22%	79.02%
FML Liquifilm	15 ml	\$24.58	\$19.68	\$5.85	75.76%	69.74%
Grisactin 250 mg caps	100	\$53.69	\$42.95	\$18.25	66.01%	57.51%
Grisactin 500 mg tabs	60	\$56.71	\$45.37	\$11.21	80.23%	75.29%
Grisactin Ultra 250 mg	100	\$36.05	\$28.84	\$6.85	81.00%	76.25%
Grisactin Ultra 333 mg	100	\$64.30	\$51.44	\$11.45	82.19%	77.74%
Grisactin Ultra 500 mg	100	\$88.19	\$70.55	\$16.20	81.63%	77.04%
Halcion 0.125 mg tabs	100	\$54.54	\$43.63	\$39.70	27.21%	9.01%
Halcion 0.125 mg tabs	500	\$264.60	\$211.68	\$192.61	27.21%	9.01%
Halcion 0.25 mg tabs	100	\$59.81	\$47.69	\$43.39	27.21%	9.02%
Halcion 0.25 mg tabs	500	\$289.06	\$231.25	\$210.42	27.21%	9.01%
Hismanal tabs	100	\$149.90		\$108.11	27.88%	
Hytone 1% cream/oint.	1 oz	\$5.95	\$4.78	\$0.99	83.36%	79.20%
Hytone 2.5% cream	1 oz	\$10.28	\$8.22	\$1.75	82.98%	78.71%
Hytone 2.5% cream	2 oz	\$16.44	\$13.15	\$3.10	81.14%	76.43%
Hytone 2.5% lotion	2 oz	\$16.41	\$13.13	\$5.00	69.53%	61.92%
Hytrin 1 mg tabs	100	\$89.91	\$75.71	\$69.94	22.21%	7.62%
Hytrin 2 mg tabs	100	\$89.91	\$75.71	\$69.94	22.21%	7.62%
Hytrin 5 mg tabs	100	\$89.91	\$75.71	\$69.94	22.21%	7.62%
Hytrin 10 mg tabs	100	\$89.91	\$75.71	\$69.94	22.21%	7.62%
Inderal10 mg tabs	100	\$24.56	\$19.65	\$1.63	93.36%	91.70%
Inderal10 mg tabs	1000	\$239.88	\$191.90	\$15.67	93.47%	91.83%
Inderal 20 mg tabs	100	\$36.10	\$28.08	\$2.29	93.48%	91.84%
Inderal 20 mg tabs	1000	\$337.49	\$269.99	\$22.04	93.47%	91.84%
Inderal 40 mg tabs	100	\$77.74	\$35.79	\$3.03	93.23%	91.53%

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## Southeast/Prucare Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Inderal 40 mg tabs	1000	\$437.99	\$350.39	\$28.83	93.42%	91.77%
Inderal 60 mg tabs	100	\$61.88	\$49.50	\$4.12	93.34%	91.88%
Inderal 80 mg tabs	100	\$68.68	\$54.94	\$5.01	92.71%	90.88%
Inderal LA 60 mg caps	100	\$60.39	\$48.31	\$23.09	61.77%	52.20%
Inderal LA 80 mg caps	100	\$70.60	\$56.48	\$26.85	61.97%	52.46%
Inderal LA 120 mg caps	100	\$87.53	\$70.02	\$33.25	62.01%	52.51%
Inderal LA 180 mg caps	100	\$114.60	\$91.88	\$43.53	62.02%	52.52%
Inspiraase system	each	\$13.20		\$6.35	51.89%	
Inspiraase reser. bags	3	\$7.14		\$3.25	54.48%	
Intal inhaler 112 spray	each	\$31.48		\$23.57	25.13%	
Intal inhaler 200 spray	each	\$50.08		\$37.85	24.42%	
Intal nebulizer soln. 2 ml	60	\$39.95		\$29.91	25.13%	
Intal nebulizer soln. 2 ml	120	\$74.62		\$55.87	25.13%	
Isordil 2.5 mg SL tabs	100	\$17.38	\$13.90	\$1.50	91.37%	89.21%
Isordil 5 mg SL tabs	100	\$18.56	\$14.85	\$1.53	91.78%	89.70%
Isordil 5 mg tabs	100	\$18.65	\$14.92	\$1.53	91.80%	89.75%
Isordil 10 mg tabs	100	\$21.76	\$17.41	\$1.43	93.43%	91.79%
Isordil 10 mg tabs	500	\$103.41	\$82.73	\$8.00	92.26%	90.33%
Isordil 10 mg tabs	1000	\$204.59	\$163.67	\$15.50	92.42%	90.53%
Isordil 20 mg tabs	100	\$33.63	\$26.90	\$2.25	93.31%	91.64%
Isordil 20 mg tabs	500	\$159.83	\$127.88	\$8.50	94.68%	93.35%
Isordil 30 mg tabs	100	\$37.84	\$30.27	\$3.40	91.01%	88.77%
Isordil 30 mg tabs	500	\$179.60	\$143.68	\$12.42	93.08%	91.38%
Isordil Titradose 40 mg	100	\$41.06	\$32.85	\$4.14	89.92%	87.40%
Isordil Tembidi 40 mg cap	100	\$41.60	\$33.28	\$7.90	81.01%	76.26%
Isordil Tembidi 40 mg tab	100	\$41.80	\$33.28	\$7.90	81.01%	76.26%
K-Dur 20 meq tabs	100	\$15.06		\$6.00	46.08%	
Kaon CL-10	500	\$94.04	\$75.23	\$15.00	84.05%	80.06%
Kenalog-10 injection	5 ml	\$7.81	\$6.25	\$4.06	46.02%	35.04%
Keralyt gel	1 oz	\$13.97	\$11.64	\$7.55	45.96%	35.14%
Ketone 10 mg tabs	100	\$59.70		\$38.00	36.35%	
Ketone 20 mg tabs	100	\$89.53		\$56.00	37.45%	
Lac-Hydnr lotion	5 oz	\$10.81	\$9.01	\$7.03	34.97%	21.98%
Levlen-28	3 x 28	\$55.50		\$13.50	75.68%	
Levsin drops	15 ml	\$10.45	\$8.36	\$6.47	36.09%	22.61%
Levsin/SL tabs	100	\$19.71	\$15.77	\$11.04	43.99%	29.99%
Levsinex Timecap	100	\$40.71	\$32.57	\$26.37	35.22%	19.04%
Lidex cream	30 gm	\$21.53		\$4.90	77.24%	
Lidex gel	15 gm	\$15.53		\$7.77	49.97%	
Lidex gel	30 gm	\$21.53		\$10.38	51.79%	
Lidex ointment	15 gm	\$15.53		\$7.77	49.97%	
Lidex ointment	30 gm	\$21.53		\$10.38	51.79%	
Lidex solution	20 ml	\$17.66		\$8.71	50.88%	
Lidex-E	15 gm	\$15.53		\$7.77	49.97%	
Lidex-E	30 gm	\$21.53		\$10.38	51.79%	
Lo/Ovral-21	6 x 21	\$126.63	\$101.30	\$92.41	27.02%	8.78%
Lo/Ovral-28	6 x 28	\$128.16	\$102.53	\$93.53	27.02%	8.78%
Lodine 200 mg caps	100	\$85.00	\$68.00	\$61.20	28.00%	10.00%
Lodine 300 mg caps	100	\$98.25	\$77.00	\$69.30	28.00%	10.00%
Loestrin 1.5/30	5 x 21	\$101.28	\$84.40	\$22.50	77.78%	73.34%
Loestrin 1/20	5 x 21	\$101.28	\$84.40	\$22.50	77.78%	73.34%
Loestrin-Fe 1.5/30	5 x 28	\$101.28	\$84.40	\$22.50	77.78%	73.34%
Loestrin-Fe 1/20	5 x 28	\$101.28	\$84.40	\$22.50	77.78%	73.34%
Lotrimin cream 1%	15 gm	\$8.46		\$4.07	51.89%	
Lotrimin cream 1%	30 gm	\$14.34		\$6.95	51.53%	
Lotrimin solution 1%	30 ml	\$15.46		\$7.53	51.36%	
Lotrisone cream	15 gm	\$13.08		\$6.40	35.78%	
Lotrisone cream	45 gm	\$27.42		\$16.20	40.92%	

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## Southeast/Prucare Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Lozol 2.5 tabs	100	\$57.77		\$25.00	56.72%	
Ludomil 25 mg tabs	100	\$37.19		\$12.39	66.68%	
Ludomil 50 mg tabs	100	\$55.03		\$18.34	66.67%	
MS-Contin 60 mg tabs	100	\$203.42		\$38.00	81.32%	
Maxair inhaler	25.6 gm	\$15.06		\$7.50	50.20%	
Maxidex Ophth. Ointment	3.5 gm	\$13.44	\$10.75	\$8.00	40.48%	25.58%
Maxiflor 0.05% cream	30 gm	\$22.50	\$18.00	\$5.17	77.02%	71.28%
Maxiflor 0.05% cream	80 gm	\$36.56	\$29.25	\$9.03	75.30%	69.13%
Maxiflor 0.05% ointment	30 gm	\$22.50	\$18.00	\$4.67	79.24%	74.06%
Maxiflor 0.05% ointment	60 gm	\$36.56	\$29.25	\$8.42	76.97%	71.21%
Medrol 4 mg Dosapak	21	\$10.46	\$8.37	\$7.19	31.26%	14.10%
Micro-K 8 meq caps	100	\$11.86	\$9.49	\$6.00	49.41%	36.78%
Micro-K 8 meq caps	500	\$53.16	\$42.53	\$26.00	51.09%	38.87%
Micro-K 10 meq caps	100	\$13.03	\$10.42	\$6.00	53.95%	42.42%
Micro-K 10 meq caps	500	\$56.84	\$47.07	\$26.00	55.81%	44.76%
Micronase 1.25 mg tabs	100	\$17.38	\$13.90	\$8.01	53.91%	42.37%
Micronase 2.5 mg tabs	100	\$28.96	\$23.17	\$12.94	55.32%	44.15%
Micronase 5 mg tabs	500	\$215.03	\$172.02	\$107.90	49.82%	37.27%
Micronase 5 mg tabs	1000	\$416.15	\$332.62	\$210.05	49.53%	36.91%
Modicon-21	6 x 21	\$124.50		\$29.10	76.63%	
Modicon-28	6 x 28	\$125.10		\$29.10	76.74%	
Monistat 3	3	\$19.90		\$5.50	72.36%	
Mycellex Troches	70	\$45.00	\$38.28	\$35.76	20.53%	6.58%
Mycellex-G 1% Vag. Cr.	45 gm	\$13.42	\$11.42	\$7.27	45.83%	36.34%
Mycellex-G 100 mg vag.I	7	\$14.10	\$11.99	\$7.64	45.62%	36.28%
Mycellex-G 500 mg vag.I	each	\$11.77	\$10.01	\$6.38	45.79%	36.26%
Mysoline 250 mg tabs	100	\$35.51	\$28.41	\$10.76	69.70%	62.13%
Nasacort Nasal Inhaler	10 gm	\$31.00		\$23.40	24.52%	
Nasal crom Nasal Sol. Kit	13 ml	\$17.54		\$13.13	25.14%	
Nasalide Spray	25 ml	\$23.14		\$16.53	28.57%	
Neosporin Ophth. Oint.	3.5 gm	\$13.19		\$1.26	90.45%	
Neosporin Ophth. Soln.	10 ml	\$13.19		\$1.39	89.46%	
Nitro-Dur 0.1 mg/hr	30	\$35.70		\$9.00	74.79%	
Nitro-Dur 0.2 mg/hr	30	\$36.24		\$9.00	75.17%	
Nitro-Dur 0.3 mg/hr	30	\$40.62		\$9.00	77.84%	
Nitro-Dur 0.4 mg/hr	30	\$40.62		\$9.00	77.84%	
Nitro-Dur 0.6 mg/hr	30	\$44.04		\$9.00	79.56%	
Nitrol Ointment 6 pack	6 x 60	\$48.99		\$9.80	80.40%	
Nitrol Oint-TSAR Kit 2%	each	\$7.65		\$2.90	62.09%	
Nitrolingual Spray	14.4 gm	\$17.06		\$7.80	54.28%	
Nolamine tabs	250	\$40.30		\$26.95	33.13%	
Nor-Q-D 35 mg	6 x 42	\$141.77		\$27.00	80.96%	
Norlestrin-21 1 mg	5 x 21	\$101.29	\$84.40	\$22.50	77.79%	73.34%
Norlestrin-21 2.5 mg	5 x 21	\$104.81	\$87.34	\$22.50	78.53%	74.24%
Norlestrin Fe 1 mg	5 x 28	\$101.29	\$84.40	\$22.50	77.79%	73.34%
Norlestrin Fe 2.5 mg	5 x 28	\$104.81	\$87.34	\$22.50	78.53%	74.24%
Ophthalmic Ophth. Drops	15 ml	\$10.31	\$8.25	\$0.95	90.79%	88.48%
Ortho Diaphragm Kits	each	\$15.72		\$10.40	33.84%	
Ortho-Novum 1-35 28	6 x 28	\$113.70		\$29.10	74.41%	
Ortho-Novum 1-50 28	6 x 28	\$113.70		\$29.10	74.41%	
Ortho-Novum 10/11 28	6 x 28	\$125.10		\$29.10	76.74%	
Ortho-Novum 7/7/7 28	6 x 28	\$115.20		\$29.10	74.74%	
Ortho-Novum 7/7/7 28	12 x 28	\$225.60		\$58.20	74.20%	
Orudis 25 mg caps	100	\$71.28	\$57.02	\$38.20	46.41%	33.01%
Orudis 50 mg caps	100	\$87.49	\$69.99	\$46.89	46.41%	33.00%
Orudis 75 mg caps	100	\$97.31	\$77.85	\$52.45	46.10%	32.63%
Orudis 75 mg caps	500	\$463.55	\$370.84	\$248.48	46.40%	33.00%
Ovral-28	6 x 28	\$184.13	\$147.30	\$124.40	32.44%	16.55%



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## Southeast/Prucare Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Oxistat cream	15 gm	\$11.71		\$7.11	39.28%	
Oxistat cream	30 gm	\$19.54		\$11.88	39.30%	
Pamelor 10 mg caps	100	\$34.50		\$25.00	27.54%	
Pamelor 25 mg caps	100	\$69.00		\$49.95	27.61%	
Pamelor 50 mg caps	100	\$130.20		\$94.30	27.57%	
Pamelor 75 mg caps	100	\$198.60		\$143.75	27.62%	
Pancrease caps	100	\$28.63		\$13.42	53.13%	
Pancrease caps	250	\$68.02		\$33.53	50.71%	
Panoxyl 5	2 oz	\$8.50	\$8.80	\$2.50	70.59%	63.24%
Panoxyl 10	2 oz	\$8.94	\$7.15	\$2.50	72.04%	65.03%
Panoxyl Aq 2.5 gel	2 oz	\$8.13	\$8.50	\$2.50	69.25%	61.54%
Panwarfarin 5 mg tabs	100	\$25.92	\$21.83	\$2.80	89.20%	87.17%
Pediazole suspension	100 ml	\$13.99	\$11.78	\$4.23	69.76%	64.09%
Pediazole suspension	150 ml	\$20.79	\$17.51	\$6.25	69.94%	64.31%
Pediazole suspension	200 ml	\$27.29	\$22.98	\$8.37	69.33%	63.58%
Pediazole suspension	250 ml	\$33.61	\$28.30	\$10.50	68.76%	62.90%
Pilagan 1% Ophth. Soln.	15 ml	\$8.13	\$8.50	\$1.95	76.01%	70.00%
Pilagan 2% Ophth. Soln.	15 ml	\$8.44	\$8.75	\$2.00	76.30%	70.37%
Pilagan 4% Ophth. Soln.	15 ml	\$8.75	\$7.00	\$2.95	68.29%	57.86%
Pilocar 1% Ophth. Soln.	15 ml	\$7.92	\$8.60	\$0.92	88.38%	86.06%
Pilocar 2% Ophth. Soln.	15 ml	\$7.92	\$8.60	\$1.25	84.22%	81.06%
Pilocar 4% Ophth. Soln.	15 ml	\$8.58	\$7.15	\$1.94	77.39%	72.87%
Pilocar 6% Ophth. Soln.	15 ml	\$9.24	\$7.70	\$2.68	71.00%	65.19%
Pnu-Immune syringes	5	\$63.60	\$53.56	\$47.15	25.88%	11.97%
Pnu-Immune vial	each	\$56.70	\$47.75	\$42.00	25.93%	12.04%
Poly Pred Ophth. Soln.	5 ml	\$13.56	\$10.85	\$2.50	81.56%	76.96%
Polytrm Ophth. Soln.	10 ml	\$13.24	\$10.59	\$5.50	56.46%	48.06%
Pred Forte Ophth. Soln.	1 ml	\$4.06	\$3.26	\$0.95	76.60%	70.77%
Pred Forte Ophth. Soln.	5 ml	\$11.55	\$9.24	\$1.50	87.01%	83.77%
Pred Forte Ophth. Soln.	10 ml	\$16.61	\$13.29	\$2.95	82.24%	77.80%
Pred-G Ophth. Soln.	2 ml	\$5.81	\$4.65	\$4.25	26.85%	8.60%
Pred-G Ophth. Soln.	5 ml	\$15.88	\$12.70	\$5.00	68.51%	60.63%
Pred-G Ophth. Soln.	10 ml	\$27.56	\$22.05	\$9.50	65.53%	56.92%
Pred-G Ophth. Oint.	3.5 gm	\$14.76	\$11.81	\$9.95	32.59%	15.75%
Pred-Mild 0.12% O.S.	5 ml	\$10.89	\$8.71	\$1.25	88.52%	85.65%
Pred-Mild 0.12% O.S.	10 ml	\$15.19	\$12.15	\$1.95	87.16%	83.95%
Premarin 0.3 mg tabs	100	\$23.75	\$19.00	\$11.40	62.00%	40.00%
Premarin 0.3 mg tabs	1000	\$226.39	\$181.11	\$108.67	62.00%	40.00%
Premarin 0.625 mg tabs	100	\$33.09	\$26.47	\$15.88	52.01%	40.01%
Premarin 0.625 mg tabs	1000	\$315.24	\$252.19	\$151.31	52.00%	40.00%
Premarin 0.9 mg tabs	100	\$39.19	\$31.35	\$18.81	52.00%	40.00%
Premarin 1.25 mg tabs	100	\$45.28	\$36.22	\$21.73	52.01%	40.01%
Premarin 1.25 mg tabs	1000	\$431.55	\$345.24	\$207.14	52.00%	40.00%
Premarin 2.5 mg tabs	100	\$78.41	\$62.73	\$37.64	52.00%	40.00%
Premarin 2.5 mg tabs	1000	\$747.69	\$596.15	\$358.89	52.00%	40.00%
Premarin vag. w/app.	1.5 oz	\$25.88	\$20.70	\$17.97	30.56%	13.16%
Proctofoam HC	30 gm	\$11.96		\$7.42	37.96%	
Proctofoam-HC	10 gm	\$14.71		\$9.02	38.68%	
Proventil Repetabs	100	\$47.20		\$13.44	71.53%	
Provera 2.5 mg tabs	100	\$30.08	\$24.06	\$8.74	70.94%	63.67%
Provera 5 mg tabs	100	\$45.38	\$36.30	\$13.19	70.93%	63.66%
Provera 10 mg tabs	500	\$267.16	\$213.73	\$78.84	70.49%	63.11%
Psorcon Ointment	15 gm	\$16.98	\$13.57	\$8.00	64.82%	55.78%
Psorcon Ointment	30 gm	\$22.98	\$18.30	\$10.80	52.90%	46.96%
Psorcon Ointment	60 gm	\$42.38	\$33.89	\$18.00	57.51%	48.89%
Quinaglute Duratabs	100	\$46.95		\$11.00	76.87%	
Quinaglute Duratabs	250	\$113.80		\$27.00	76.28%	
Quinidex Extentabs	100	\$80.25	\$48.20	\$26.00	68.85%	48.08%



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## Southeast/Procure Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Quinidex Extentabs	250	\$144.06	\$115.25	\$64.20	55.44%	44.30%
Retin-A cream 0.025%	20 gm	\$21.12		\$9.75	53.84%	
Retin-A cream 0.025%	45 gm	\$40.02		\$19.75	50.65%	
Retin-A cream 0.05%	45 gm	\$41.16		\$22.00	46.55%	
Retin-A cream 0.1%	20 gm	\$25.56		\$13.00	49.14%	
Retin-A cream 0.05%	20 gm	\$21.64		\$11.00	49.63%	
Retin-A gel 0.01%	15 gm	\$16.98		\$10.00	41.11%	
Retin-A gel 0.01%	45 gm	\$40.26		\$22.00	45.38%	
Retin-A gel 0.025%	15 gm	\$17.16		\$10.00	41.72%	
Retin-A gel 0.025%	45 gm	\$40.62		\$22.00	45.84%	
Retin-A liquid 0.05%	28 ml	\$33.80		\$20.00	40.48%	
Retin-A Kit 0.025% cr.	20 gm	\$21.12		\$9.75	53.84%	
Retin-A Kit 0.025% cr.	45 gm	\$40.02		\$19.75	50.65%	
Retin-A Kit 0.05% cr.	20 gm	\$21.64		\$11.00	49.63%	
Retin-A Kit 0.05% cr.	45 gm	\$41.16		\$22.00	46.55%	
Retin-A Kit 0.1% cr.	20 gm	\$25.56		\$13.00	49.14%	
Retin-A Kit 0.1% cr.	45 gm	\$40.12		\$24.00	50.12%	
Retin-A Kit 0.01% gel	15 gm	\$16.98		\$10.00	41.11%	
Retin-A Kit 0.01% gel	45 gm	\$40.26		\$22.00	45.38%	
Retin-A Kit 0.025% gel	15 gm	\$17.16		\$10.00	41.72%	
Retin-A Kit 0.025% gel	45 gm	\$40.62		\$22.00	45.84%	
Ridaura 3 mg caps	80	\$57.65		\$43.52	24.51%	
Rimactane 300 mg caps	100	\$134.87		\$44.94	66.68%	
Rondec-TR tabs	65.62	\$55.26		\$12.49	77.40%	
Rynatan Pediatric Susp.	16 oz	\$64.87		\$13.38	79.37%	
Sectral 200 mg caps	100	\$72.76	\$58.21	\$38.31	47.35%	34.19%
Sectral 400 mg caps	100	\$96.75	\$77.40	\$50.94	47.35%	34.19%
Septa Suspension Grape	16 oz	\$33.38		\$4.25	87.27%	
Serophene 50 mg tabs	30	\$159.18		\$63.00	60.42%	
Sio-Bid Gyrocaps 100 mg	100	\$18.97		\$4.15	78.12%	
Sio-Bid Gyrocaps 125 mg	100	\$23.77		\$3.15	86.75%	
Sio-Bid Gyrocaps 200 mg	100	\$28.56		\$5.20	81.79%	
Sio-Bid Gyrocaps 200 mg	1000	\$260.63		\$51.00	81.83%	
Sio-Bid Gyrocaps 300 mg	1000	\$333.25		\$60.00	82.00%	
Sio-Bid Gyrocaps 300 mg	100	\$34.02		\$6.10	82.07%	
Sio-Bid Gyrocaps 50 mg	100	\$15.73		\$2.70	82.84%	
Sio-Bid Gyrocaps 75 mg	100	\$17.36		\$2.90	83.29%	
Sio-Phyllin 100 mg tabs	100	\$15.16		\$3.95	73.94%	
Sio-Phyllin 200 mg tabs	100	\$20.14		\$4.75	76.42%	
Sio-Phyllin 250 gy-cap	100	\$38.71		\$9.00	75.48%	
Sio-Phyllin 80 gy-cap	100	\$23.58		\$7.20	69.47%	
Slow-K tabs	1000	\$134.86		\$44.94	66.68%	
Soma Compound	100	\$100.00		\$11.55	88.45%	
Soma Compound	500	\$463.96		\$49.06	89.66%	
Spectazole cream	15 gm	\$9.54		\$2.84	70.23%	
Statrol Ophth. Soln.	5 ml	\$11.25	\$9.00	\$6.60	41.33%	26.67%
Stuartatal 1 + 1	100	\$16.74		\$2.87	82.86%	
Sulfacet-R lotion	25 gm	\$14.65	\$11.72	\$7.74	47.17%	33.96%
Sultrin vag. tabs	20	\$25.50		\$15.41	39.57%	
Synthroid 0.025 mg	10	\$13.56		\$9.35	31.05%	
Synthroid 0.05 mg	100	\$15.24		\$10.50	31.10%	
Synthroid 0.075 mg	100	\$16.92		\$11.65	31.15%	
Synthroid 0.1 mg	100	\$17.40		\$12.00	31.03%	
Synthroid 0.125 mg	100	\$20.34		\$14.00	31.17%	
Synthroid 0.15 mg	1000	\$177.72		\$122.40	31.13%	
Synthroid 0.2 mg	1000	\$212.88		\$146.65	31.11%	
Synthroid 0.3 mg	100	\$33.96		\$23.35	31.24%	
Tambacor 100 mg	100	\$88.20		\$70.80	19.73%	

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## Southeast/Prucare Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Tavist syrup	4 oz.	\$17.88		\$14.15	20.88%	
Tavist tabs	100	\$78.42		\$60.50	22.85%	
Tavist-D	100	\$72.90		\$56.25	22.84%	
Tavist-1	100	\$58.56		\$45.15	22.90%	
Tegretol Chew tab 100mg	100	\$15.18		\$5.08	66.67%	
Tegretol 200 mg	100	\$29.25		\$9.75	66.67%	
Temovate cream/oint.	15 gm	\$17.23		\$11.52	33.14%	
Temovate cream/oint.	30 gm	\$23.83		\$15.93	33.15%	
Temovate cream/oint.	45 gm	\$34.68		\$23.17	33.19%	
Tenex 1 mg	100	\$62.18	\$49.74	\$36.04	42.04%	27.54%
Tenex 1 mg	500	\$295.13	\$236.10	\$171.11	42.02%	27.53%
Tenex 2 mg	100	\$85.25	\$68.20	\$54.23	36.39%	20.48%
Tenormin 25 mg	100	\$76.16		\$55.42	27.23%	
Tenormin 50 mg	100	\$77.71		\$56.55	27.23%	
Tenormin 50 mg	1000	\$767.84		\$558.71	27.24%	
Tenormin 100 mg	100	\$116.56		\$84.80	27.25%	
Tessalon Parles	100	\$56.83		\$16.00	71.65%	
Theo-Dur Sprinkle 125 mg	100	\$16.68		\$3.00	82.01%	
Theo-Dur Sprinkle 50 mg	100	\$12.84		\$2.50	80.53%	
Theo-Dur Sprinkle 75 mg	100	\$14.84		\$2.75	81.22%	
Theo-Dur100 mg tabs	100	\$13.56		\$2.49	81.64%	
Theo-Dur100 mg tabs	1000	\$124.08		\$24.90	79.93%	
Theo-Dur 200 mg tabs	100	\$20.22		\$3.30	83.68%	
Theo-Dur 200 mg tabs	1000	\$180.24		\$33.00	81.69%	
Theo-Dur 300 mg tabs	100	\$24.00		\$4.05	83.13%	
Theo-Dur 300 mg tabs	1000	\$219.36		\$40.50	81.54%	
Theo-24 caps 300 mg	100	\$30.47		\$5.31	82.57%	
Tobrex Ophth. Oint.	3.5 gm	\$14.06	\$11.05	\$8.20	41.68%	25.79%
Tobrex Ophth. Soln.	5 ml	\$14.06	\$11.05	\$8.20	41.68%	25.79%
Tolactin DS 400 mg	100	\$81.88		\$27.00	67.02%	
Tolactin 200 mg tabs	100	\$51.79		\$13.50	73.93%	
Tolactin 600 mg tabs	100	\$99.40		\$41.50	58.25%	
Trandate 100 mg tabs	100	\$35.59		\$17.71	50.24%	
Trandate 200 mg tabs	100	\$50.96		\$25.96	49.06%	
Trandate 200 mg tabs	500	\$242.10		\$123.97	48.79%	
Trandate 300 mg tabs	100	\$67.80		\$34.54	49.06%	
Transderm-Nitro 10	30	\$43.47		\$8.40	80.88%	
Transderm-Nitro 15	30	\$47.89		\$8.40	82.46%	
Transderm-Nitro 2.5	30	\$37.16		\$8.40	77.40%	
Transderm-Nitro 5	30	\$38.03		\$8.40	77.91%	
Tri-Levlin 28	3 x 28	\$51.80		\$13.50	73.94%	
Tri-Norinyl 28	24 x 28	\$447.60		\$108.00	75.87%	
Trilisate 1000 mg tabs	60	\$42.76		\$6.15	85.62%	
Trilisate 500 mg tabs	100	\$44.45		\$5.10	88.53%	
Trilisate 750 mg tabs	100	\$55.17		\$7.45	86.50%	
Trinalin tabs	100	\$67.50		\$29.67	56.04%	
Uniphyt 400 mg tabs	100	\$48.43		\$3.45	92.88%	
Valisone lotion	20 ml	\$15.30		\$8.54	44.18%	
Vasocidin Ophth. Soln.	10 ml	\$14.40	\$12.00	\$5.20	63.89%	56.67%
Velosef susp. 125mg/5ml	100 ml	\$8.39	\$7.07	\$4.69	41.72%	30.83%
Velosef susp. 250mg/5ml	100 ml	\$15.75	\$13.27	\$6.18	60.78%	53.43%
Ventolin Inhaler	each	\$19.48		\$5.95	69.46%	
Ventolin Inhaler refill	17 gm	\$17.95		\$5.85	67.41%	
Ventolin Rotocap kit	98	\$23.89		\$18.30	23.40%	
Ventolin Soln. for Inh.	20 ml	\$14.86		\$7.95	46.50%	
Ventolin syrup 2mg/ml	16 oz	\$27.88		\$14.72	47.20%	
Ventolin 2 mg tabs	100	\$31.09		\$8.95	71.21%	
Ventolin 2 mg tabs	500	\$147.64		\$42.51	71.21%	

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## Southeast/Prucare Analysis

Description		AWP price	Direct price	Contract Price	Discount off of AWP	Discount off of Direct
Ventolin 4 mg tabs	100	\$46.38		\$13.44	71.02%	
Ventolin 4 mg tabs	500	\$220.45		\$63.84	71.04%	
Verelan Pellet Caps 120 mg	100	\$89.30	\$75.20	\$51.00	42.89%	32.18%
Verelan Pellet Caps 240 mg	100	\$99.09	\$83.44	\$54.00	45.50%	35.28%
Vi-Daylin Chewable	100	\$9.57	\$8.06	\$2.15	77.53%	73.33%
Vi-Daylin Drops	50 ml	\$8.03	\$6.76	\$1.44	82.07%	78.70%
Vi-Daylin F Chewable	100	\$11.89	\$10.01	\$2.64	77.80%	73.63%
Vi-Daylin F w/Iron Chew.	100	\$12.52	\$10.54	\$2.78	77.80%	73.62%
Vi-Daylin Plus Iron Chew.	100	\$10.09	\$8.50	\$2.65	73.74%	68.82%
Vi-Daylin w/Iron Drops	50 ml	\$8.03	\$6.76	\$1.13	85.93%	63.28%
Vi-Daylin F ADC Drops	50 ml	\$8.27	\$6.96	\$1.29	84.40%	81.47%
Vi-Day/F ADC/Iron drops	50 ml	\$8.27	\$6.96	\$1.55	81.26%	77.73%
Vi-Day/F drops	50 ml	\$9.03	\$7.60	\$1.55	82.83%	79.61%
Vi-Day/F w/Iron drops	50 ml	\$9.03	\$7.60	\$1.93	78.63%	74.61%
Viaken 10 mg tabs	100	\$78.00		\$58.00	25.64%	
Viaken 5 mg tabs	100	\$58.80		\$45.40	22.79%	
Vytone cream 1%	1.oz	\$15.28	\$12.22	\$8.08	47.12%	33.88%
Westcort cream 2%	15 gm	\$10.08	\$8.40	\$3.00	70.24%	64.29%
Westcort cream 2%	45 gm	\$20.15	\$16.79	\$5.62	72.11%	66.53%
Westcort cream 2%	60 gm	\$24.22	\$20.18	\$8.07	66.68%	60.01%
Westcort ointment 2%	15 gm	\$10.08	\$8.40	\$3.00	70.24%	64.29%
Westcort ointment 2%	45 gm	\$20.15	\$16.79	\$5.62	72.11%	66.53%
Wytensin 4 mg tabs	100	\$53.05	\$42.44	\$32.41	38.91%	23.63%
Wytensin 8 mg tabs	100	\$79.63	\$63.70	\$48.66	38.89%	23.61%
Xanax 0.25 mg tabs	100	\$47.98	\$38.38	\$34.92	27.22%	9.02%
Xanax 0.25 mg tabs	500	\$232.68	\$186.14	\$169.37	27.21%	9.01%
Xanax 0.5 mg tabs	100	\$59.76	\$47.81	\$43.50	27.21%	9.01%
Xanax 0.5 mg tabs	500	\$289.65	\$231.72	\$216.85	25.13%	6.42%
Xanax 1 mg tabs	100	\$79.74	\$63.79	\$58.04	27.21%	9.01%
Xanax 1 mg tabs	500	\$386.70	\$309.38	\$281.40	27.23%	9.04%
Xanax 2 mg tabs	100	\$135.58	\$108.46	\$98.69	27.21%	9.01%
Xanax 2 mg tabs	500	\$657.56	\$526.05	\$478.66	27.21%	9.01%
Zantac 150 mg tabs	60	\$84.23		\$54.51	35.28%	
Zantac 150 mg tabs	100	\$140.38		\$90.85	35.28%	
Zantac 300 mg tabs	30	\$73.13		\$49.37	32.49%	

Average discount off of AWP 59.21%

Market basket comparison

Sum of AWP prices \$36,701.63  
Sum of contract prices \$16,944.57  
Discount off of AWP prices 53.83%

Compiled by: K. Whittemore 2/28/92





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HAZARDOUS MATERIALS  
DO NOT REHANDLE  
UNLESS YOU ARE  
PROPERLY TRAINED  
AND EQUIPPED  
FOR THIS PURPOSE

INVOICE DATE 7/29/92 INVOICE NO. 6 PAGE 1

MARCOTIC

DEPT	ITEM NUMBER	QTY ORD UN	ITEM DESCRIPTION	STOCK RETAIL	UNIT PRICE	GP	I	D	CODE	EXTENS
JH	1213933	1 EA	BANCAP HC CAP	500	309.23	254.80	17.6	1	B	254.80

THIS INVOICE IS PAYABLE TO: MCKESSON DRUG CO.  
IN THE CITY OF LOS ANGELES, CALIFORNIA  
THE DATE AND SHOW DATE OF INVOICE

THIS IS TO CERTIFY THAT ABOVE NAMED ARTICLES ARE PRELIMINARILY CLASSIFIED DESCRIBED, PACKAGED,  
MARKED AND LABELLED BY THE ABOVE NAMED INDICATING THE NECESSITY OF THE INFORMATION

NET PAYABLE BY SYNT DUE DATE 254.80  
GROSS PAYABLE AFTER SYNT DUE DATE 260.00

CONTINUED





314

INVOICE DATE 7/23/92 INVOICE NO. 1

HAZARDOUS MATERIALS  
CODE CLASSIFICATIONS  
LISTED ON REVERSE SIDE

PT	ITEM NUMBER	QTY ORD UN	ITEM DESCRIPTION	STORE RETAIL	UNIT PRICE	DISC %	EXTENS
H	1213933	1	EA BANCAP NC CAP	500	309.23	18.59%	18.59
							KB
							18.59

ECONOTONE COST PLUS ORDER M NARCOTIC

SUBTOTAL 18.59

NET PAYABLE BY DATE 18.59

GROSS PAYABLE AFTER DATE 18.59

THIS INVOICE IS PAYABLE TO MCKESSON DRUG CO.  
AT ABOVE ADDRESS. CLAIMS MUST BE MADE WITHIN  
FIVE DAYS AND SHOW DATE OF INVOICE

1 LINES, CASES 0 PIECES 0 V-P DOLLARS